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May is finally here and things are starting to brighten up!

If you're like most people, this is the time of year when you start making plans for the summer. Perhaps you're considering a vacation to somewhere exotic or adventurous. Maybe you're just hoping to stay close to home to spend some extra quality time with family and friends.

Whatever your plans are for the next few months, I wish you and your family a wonderful time.

Speaking of a wonderful time, this is also a great time of year for real estate. As you may have already noticed, things start to get a lot more active in the local housing market during spring and summer. There are a wide variety of properties for sale, and a lot of new buyers looking for their next dream home.

So, if you have any questions about what's happening in the market, be sure to give me a call. I'd be happy to give you an update.

Should You Buy the “Less Than Perfect” Home?

When you're shopping for a new home, you want to find a property that has all the features and characteristics you want. Perhaps you're looking for a large deck surrounded by picturesque landscaping, a beautiful kitchen with gleaming marble countertops, or a cozy living room with a fireplace.



You should be looking for the ideal home. You deserve it! But some home buyers become fixated on finding the “perfect” property, and pass too quickly on those homes that don't quite measure up.

That can be a mistake, because some of those less-than-perfect properties have the potential to become your next dream home.

First, a home that is lacking some desirable features will probably cost less. Those savings may be more than enough to cover any needed upgrades or renovations.

Secondly, if you look at a home in terms of its potential, rather than the features it happens to have now, there will be more properties available on the market for you to consider.

If you're determined to have a large wrap-around deck for entertaining, for example, don't cross homes off your list that don't have this feature. At least not yet. Instead, view these properties with an eye on potential. Is the backyard big enough to accommodate a large deck? How would that deck look if it were added to this particular property? How much would such a renovation cost?

There's no doubt about it. You want to find a home that has the features and characteristics you want. If you work with me, there is a good chance you'll find a property that has most, if not all of them.

But, keep an open mind. Sometimes a “diamond in the rough” can - with an upgrade or renovation - become a home you'll treasure for years.

Pack Your Memories Away

Items that remind us of special people, events, milestones and interests are an important part of what makes a house a home. Pictures on the fireplace mantle, for example, showcase family and friends that are important to us. You might also have trophies, certificates, greeting cards, and other mementos on display in key places.



Of course, all of those things add warmth and meaning to your home. However, if you're preparing your home for sale, it's a good idea to pack those memories away - at least until you've sold your property and moved to your new home. Why? Those pleasant mementos that mean so much to you may actually turn off potential buyers.

You see, when buyers view your property, they want to be able to clearly picture themselves and their families living there. That's difficult to do if they see reminders of your family everywhere they look!

So, to help sell your home quickly, make it look great, but not personalized. Think of the showroom displays you see set up in furniture stores. Those displays are most appealing when they enable you to easily picture yourself, with that furniture, in your home. You probably wouldn't feel that way if it looked like the furniture belonged to someone else.

Of course, buyers will know you currently live in your home. But, helping them imagine themselves living there will help you sell your property faster - and possibly for a better price.

Need more tips on preparing your home for sale? Call today!

Creating Quiet In a (Sometimes) Noisy Home

Does your spouse like to practice the drums in the evening? Does your teenager like to play video games, with the volume turned up high? Are there other sources of noise you'd like to minimize?



There are many ways to soundproof areas of your home to reduce noise. Here are some ideas:

- **Furniture placement.** Surprisingly, where you place furniture can dramatically reduce incoming noise. For example, a bookshelf that covers one third of a wall can muffle sound from an adjoining room by 25%.
- **Noise harmonization techniques.** Soft music, air fans, and other sources of rhythmic noises can actually reduce the unpleasantness of incoming sounds.
- **Area rugs.** Adding an area rug, even on top of existing carpeting, can significantly reduce noise coming from the floor below.
- **Acoustic tiles and panels.** These are special ceiling tiles and wall coverings that are designed to diffuse and reduce sound infiltration. There are some products on the market that are remarkably easy to install.

Notable, Quotable, Quotes!



“Life is a great canvas - throw all the paint on it you can.”

Danny Kaye

“Well done is better than well said.”

Benjamin Franklin

“When the wind blows, some people build walls. Others build windmills.”

Peter Hawkins

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